

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 01468 140830Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----007716 150534Z /16
R 140724Z APR 78
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 3542

UNCLAS STOCKHOLM 1468

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJECT: ADS REQUEST: OPCON, INC., EVERETT, WA

REF: COMMERCE CD-144, 2/15/78 AND STOCKHOLM 1375

1. THE FOLLOWING FIRMS HAVE INDICATED PRELIMINARY INTEREST:

2. PRODUKTKONSULT AB
BOX 81
S-260 83 VEJBYSTRAND, SWEDEN
CONTACT: MR. SVEN B. FREJVALL, OWNER AND MANAGER
TELEPHONE: 0431/53002

3. THIS SMALL AGENT SPECIALIZES IN ELECTRONICS AND
FIRE DETECTORS, AND REPRESENTS SOME US FIRMS. THE COMPANY
BEGAN ITS BUSINESS ACTIVITIES IN 1976. IN 1977 IT REPORTED
A TURNOVER OF ABOUT SKR 1 MILLION (\$1 EUQLAS \$4.60).
LOCAL BANK SOURCES INDICATE THAT THE FIRM IS DOING WELL
FINANCIALLY, AND DESCRIBE ITS OWNER AND MANAGER,
MR. SVEN FREJVALL, AS A RELIABLE AND EFFICIENT
BUSINESSMAN. NORMAL BUSINESS PRECAUTIONS ARE RECOMMENDED,
HOWEVER, BECAUSE OF THE SMALL SIZE OF THE FIRM.

4. MR. FREJVALL IS SEEKING US MANUFACTURERS OF INSTRUMENTS
FOR THE PROCESS INDUSTRY AND WILL VISIT THE EAST COAST
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OF THE US TOWARD THE END OF APRIL. HE WILL CONTACT
OPCON BY TELEPHONE.

5. FERNER ELECTRONICS AB
BOX 125
S-161 26 BROMMA, SWEDEN
CONTACT: MR. JAN HEDMAN, MANAGING DIRECTOR

TELEPHONE: 08/80 25 40
TELEX: 10312

6. THIS IS A MEDIUM SIZED FIRM (16 EMPLOYEES) WHICH REPRESENTS
VARIAN GRAPHICS DIVISION AND RCA. ALTHOUGH THE FIRM WAS
REGISTERED IN 1977, MR. HEDMAN HAS HAD MANY YEARS' EXPERIENCE
OF ELECTRONICS AND ENJOYS A GOOD BUSINESS REPUTATION.
RECOMMENDED TRADE CONTACT.

PREPARED BY: GLANDER APPROVED BY: TRUMME.
KENNEDY-MINOTT

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Message Attributes

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Decaption Date: 01 jan 1960
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
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Litigation History:
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TAGS: BEXP, SW
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